

Message Text

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ORIGIN PM-05

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FM SECSTATE WASHDC
TO AMEMBASSY LONDON

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E.O. 11652:N/A

TAGS:MASS

SUBJECT:US PARTICIPATION IN FARNBOROUGH AIR SHOW

REF: A) LONDON 10003 DTG 231623Z JUNE 1978
B) STATE 136162 201615E MAY

1. ALLEGATIONS THAT USG HAS ACTIVELY DISCOURAGED INDUSTRY PARTICIPATION IN THE FARNBOROUGH AIR SHOW ARE UNFOUNDED. MUNITIONS CONTROL LICENSE REQUESTS FOR FARNBOROUGH AND ALL OTHER SHOWS, FOR EXAMPLE, ARE BEING PROCESSED IN NORMAL CASE BY CASE FASHION ON THEIR MERITS.

2. ERRONEOUS SPECULATION MAY STEM IN PART FROM A MEMORANDUM ISSUED BY DEPUTY DEFENSE SECRETARY DUNCAN, ON JANUARY 24, 1977, INFORMING DEFENSE COMPONENTS THAT THE PRESIDENT'S POLICY OF RESTRAINT CALLS FOR VERY TIGHT CONTROLS OVER USG-OWNED PROPERTY THAT MIGHT BE USED BY US
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CONTRACTORS TO PROMOTE FOREIGN ARMS SALES. THE MEMORANDUM DIRECTED THAT ALL SUCH REQUESTS FROM CONTRACTOR BE REFERRED TO OSD FOR REVIEW TO DETERMINE WHETHER THEY SHOULD BE APPROVED IN LIGHT OF PRESIDENT'S POLICY OF RESTRAINT ON ARMS TRANSFERS. THE MEMORANDUM REQUIRED SIMILAR REVIEW OF ALL OTHER REQUESTS FOR PARTICIPATION

OR OTHER SUPPORT BY DEFENSE DEPARTMENT AGENCIES OR
PERSONNEL INVOLVING INTERNATIONAL SHOWS.

3. THE DUNCAN MEMORANDUM WAS A DIRECT OUTGROWTH OF THE
POLICY REGARDING THE USE OF USG-OWNED EQUIPMENT FOR SALES
PROMOTION PURPOSES OUTLINED IN REFERENCE B. IT BASICALLY
ESTABLISHED PROCEDURAL ARRANGEMENTS FOR REVIEWING REQUESTS
OF USG OWNED EQUIPMENT FOR SALES PROMOTION PURPOSES. IT
DOES NOT SINGLE OUT FARNBOROUGH. IT APPLIES TO INDIVIDUAL
DEMONSTRATIONS AS WELL AS INTERNATIONAL SHOWS.

4. THUS FAR, THERE HAS BEEN ONLY ONE REQUEST FOR THE USE
OF USG-OWNED EQUIPMENT AT FARNBOROUGH. FAIRCHILD HAS ASKED
FOR THE USE OF AN A-10, BUT THE USAF HAS NONE AVAILABLE
BECAUSE OF USAF PRIORITY REQUIREMENTS. AT PRESENT WE
HAVE NO OUTSTANDING REQUESTS FOR BAILMENT.

5. WE CAN ONLY SPECULATE WHY US CONTRACTORS HAVE NOT
DISPLAYED INTEREST IN FARNBOROUGH. AVIATION WEEK ARTICLE
WHILE IN ERROR ON A NUMBER OF POINTS, MAY HAVE HIT THE
MARK WHEN REPORTING CONTRACTORS AS STATING THAT THE HIGH
COST OF BRINGING AN AIRCRAFT TO THE SHOW DETERRED THEM
FROM DOING SO AND STILL OTHERS SAID THEY COULD RETURN
TO SHOW ONLY WITH AIRCRAFT THAT HAD BEEN DISPLAYED THERE
TWO YEARS AGO AND THEY SAW NO NEED TO DO SO. VANCE

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